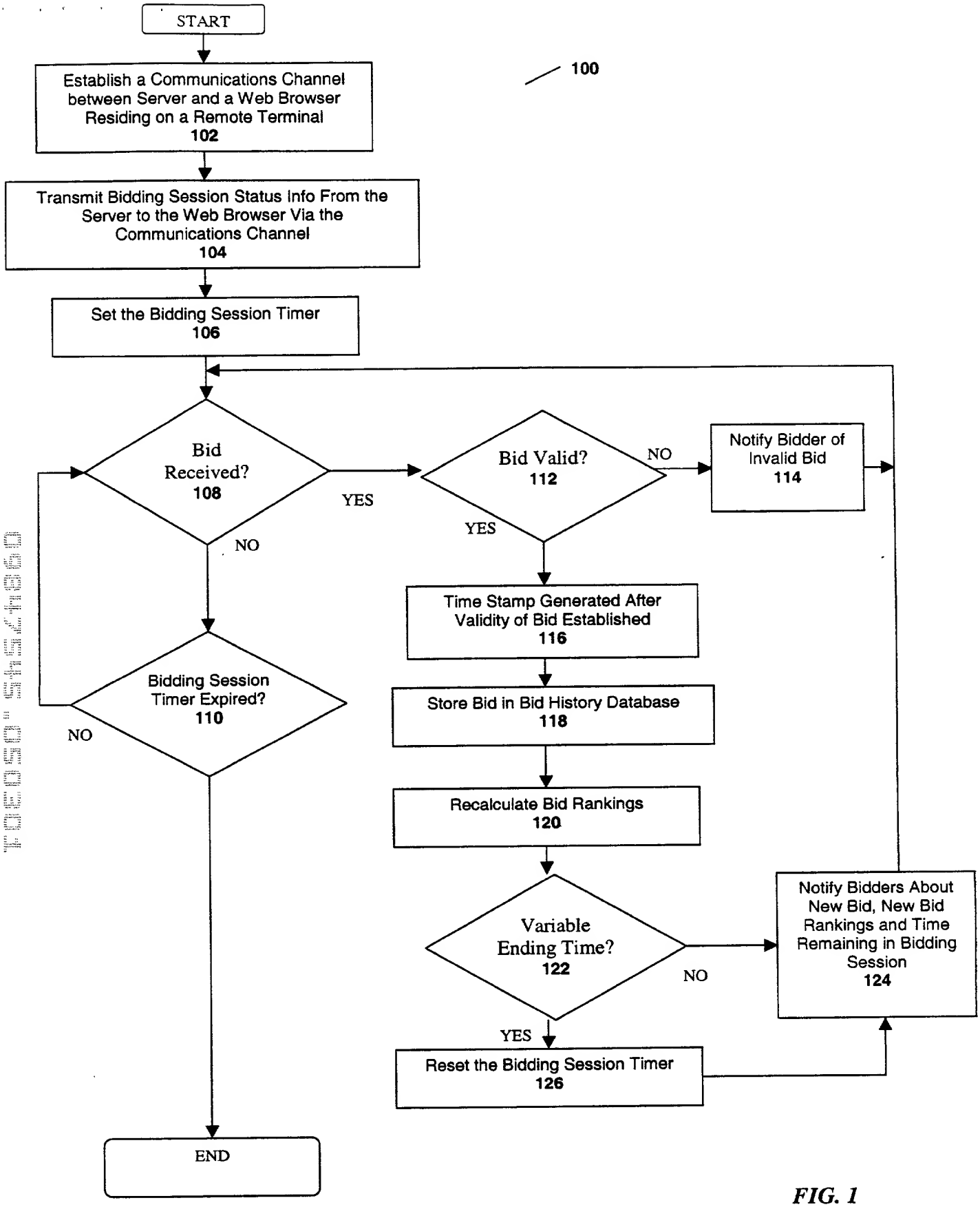

START
100
Establish a Communications Channel between Server and a Web Browser Residing on a Remote Terminal
102
Transmit Bidding Session Status Info From the Server to the Web Browser Via the Communications Channel
104
Set the Bidding Session Timer
106
Bid Received?
108
YES
NO
Bid Valid?
112
NO
YES
Notify Bidder of Invalid Bid
114
Time Stamp Generated After Validity of Bid Established
116
Store Bid in Bid History Database
118
Recalculate Bid Rankings
120
Bidding Session Timer Expired?
110
NO
Variable Ending Time?
122
NO
YES
Notify Bidders About New Bid, New Bid Rankings and Time Remaining in Bidding Session
124
Reset the Bidding Session Timer
126
END

FIG. 1

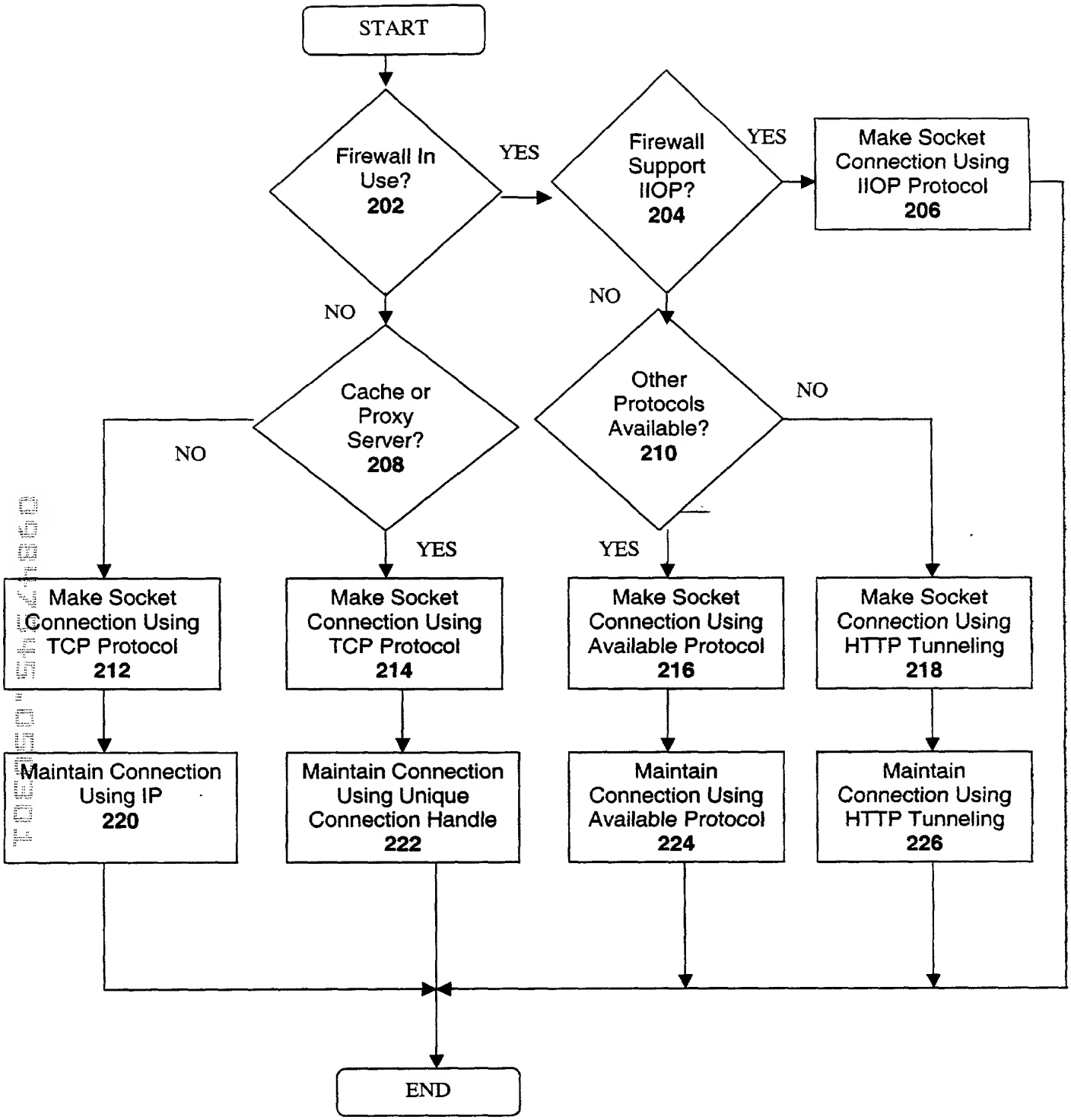

START
Firewall In Use? 202
YES
Firewall Support IIOP? 204
YES
Make Socket Connection Using IIOP Protocol 206
NO
NO
Cache or Proxy Server? 208
Other Protocols Available? 210
NO
NO
YES
YES
Make Socket Connection Using TCP Protocol 212
Make Socket Connection Using TCP Protocol 214
Make Socket Connection Using Available Protocol 216
Make Socket Connection Using HTTP Tunneling 218
Maintain Connection Using IP 220
Maintain Connection Using Unique Connection Handle 222
Maintain Connection Using Available Protocol 224
Maintain Connection Using HTTP Tunneling 226
END

FIG. 2

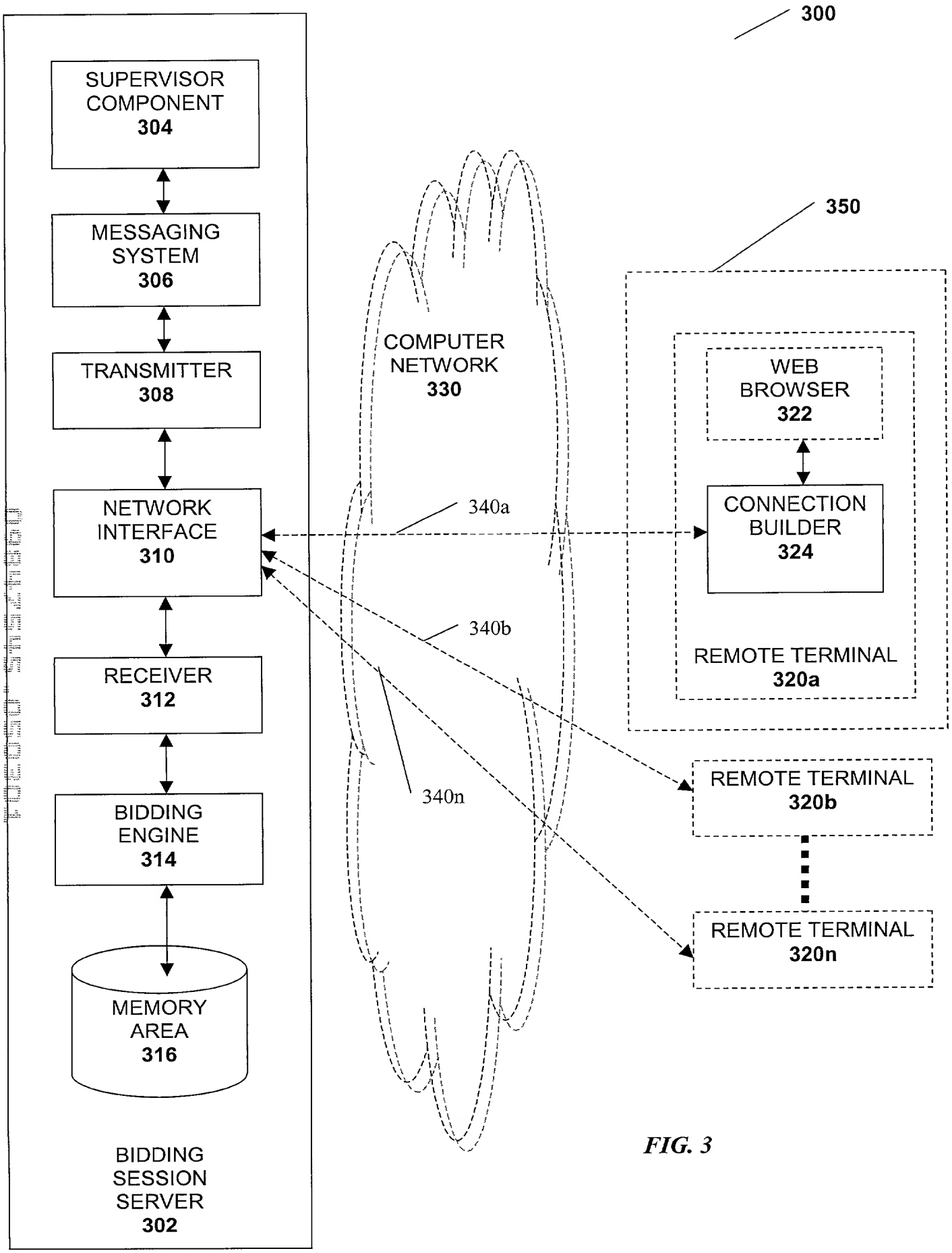

300
SUPERVISOR COMPONENT 304
MESSAGING SYSTEM 306
TRANSMITTER 308
NETWORK INTERFACE 310
RECEIVER 312
BIDDING ENGINE 314
MEMORY AREA 316
BIDDING SESSION SERVER 302
COMPUTER NETWORK 330
340a
340b
340n
350
WEB BROWSER 322
CONNECTION BUILDER 324
REMOTE TERMINAL 320a
REMOTE TERMINAL 320b
REMOTE TERMINAL 320n

FIG. 3

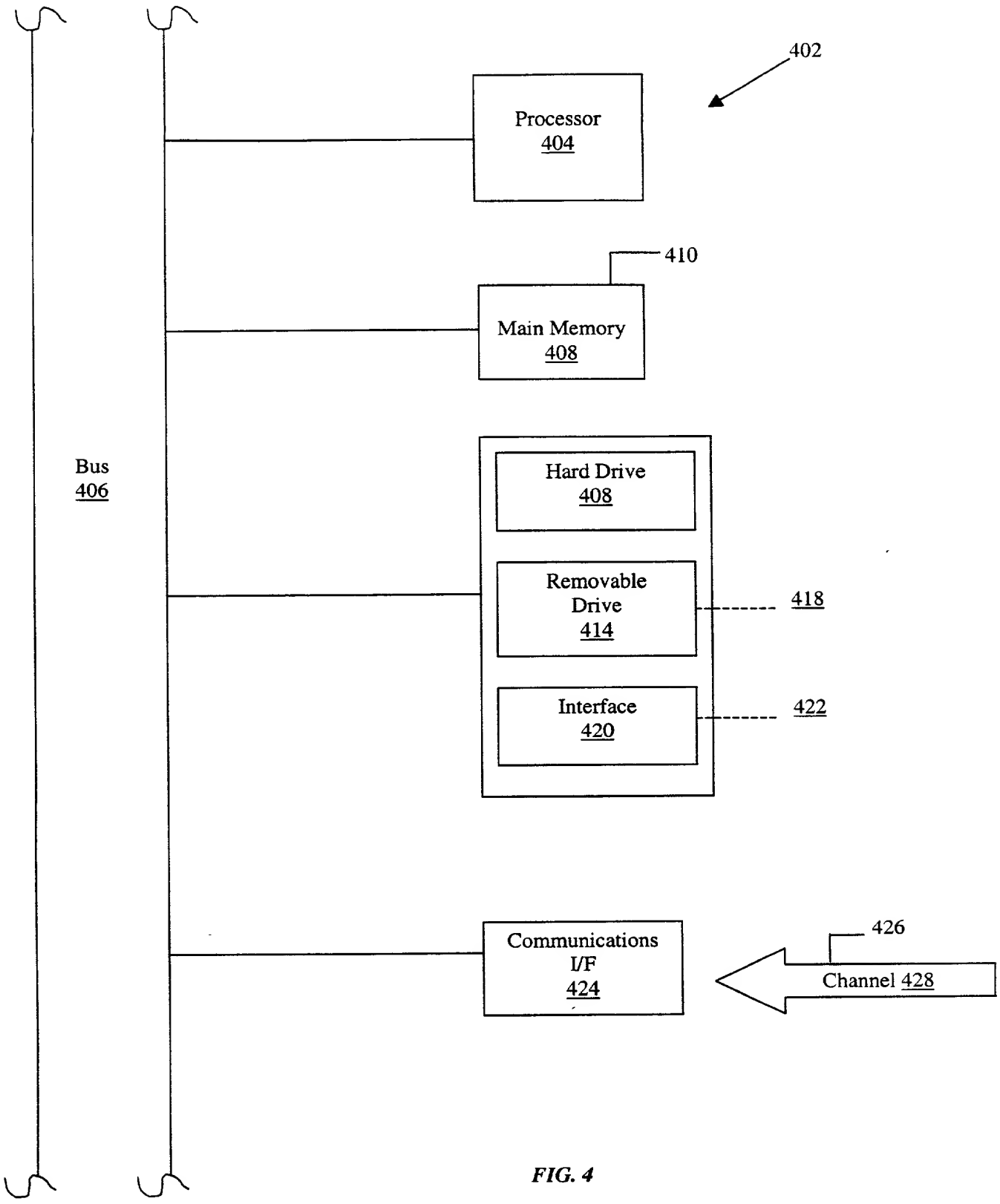

402
Processor
404
410
Main Memory
408
Bus
406
Hard Drive
408
Removable
Drive
414
418
Interface
420
422
Communications
I/F
424
426
Channel 428

FIG. 4

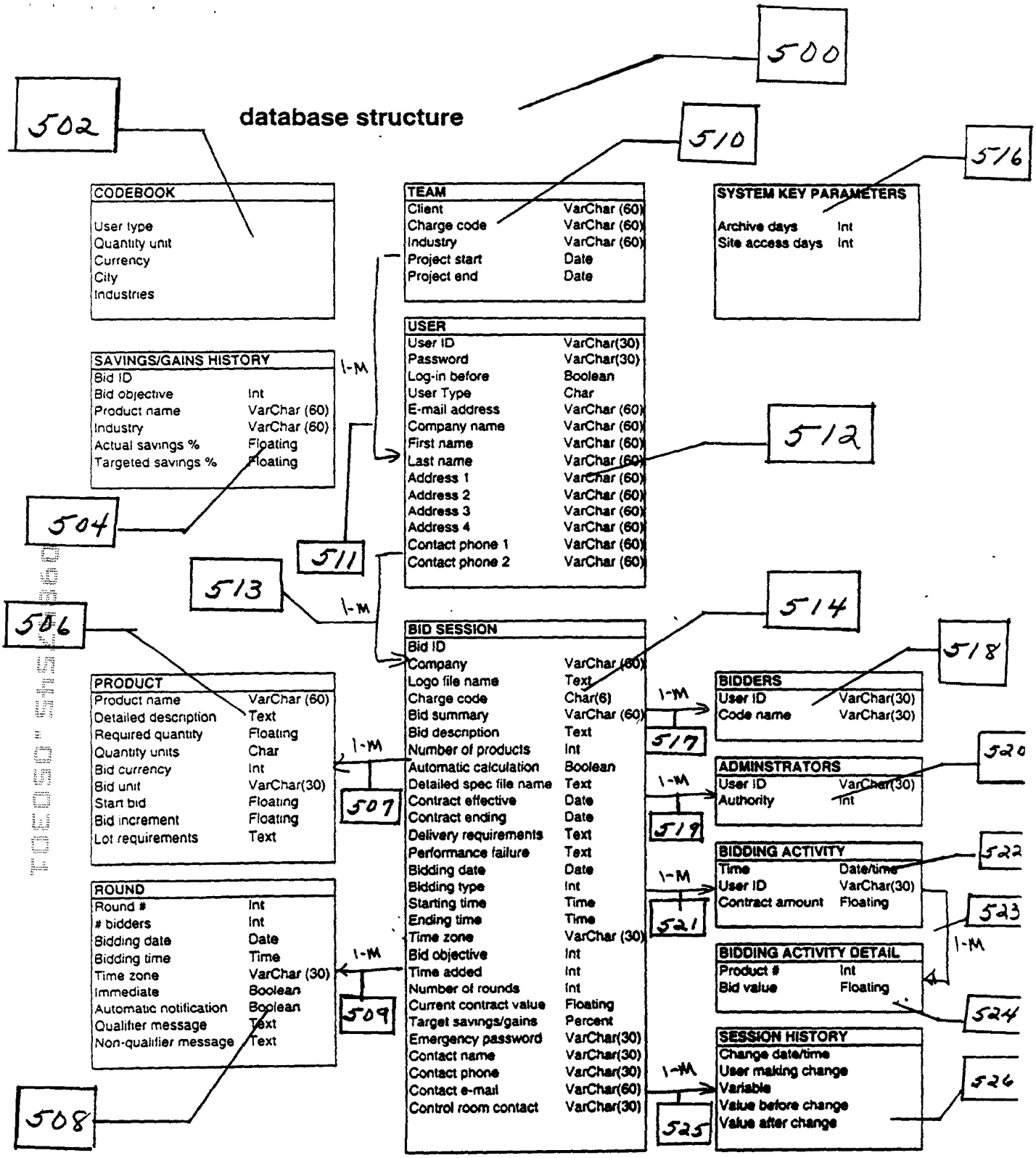

500
502
database structure
510
516
CODEBOOK
User type
Quantity unit
Currency
City
Industries
TEAM
Client VarChar (60)
Charge code VarChar (60)
Industry VarChar (60)
Project start Date
Project end Date
SYSTEM KEY PARAMETERS
Archive days Int
Site access days Int
SAVINGS/GAINS HISTORY
Bid ID
Bid objective Int
Product name VarChar (60)
Industry VarChar (60)
Actual savings % Floating
Targeted savings % Floating
1-M
USER
User ID VarChar(30)
Password VarChar(30)
Log-in before Boolean
User Type Char
E-mail address VarChar (60)
Company name VarChar (60)
First name VarChar (60)
Last name VarChar (60)
Address 1 VarChar (60)
Address 2 VarChar (60)
Address 3 VarChar (60)
Address 4 VarChar (60)
Contact phone 1 VarChar (60)
Contact phone 2 VarChar (60)
512
504
511
513
1-M
506
514
BID SESSION
Bid ID
Company VarChar (60)
Logo file name Text
Charge code Char(6)
Bid summary VarChar (60)
Bid description Text
Number of products Int
Automatic calculation Boolean
Detailed spec file name Text
Contract effective Date
Contract ending Date
Delivery requirements Text
Performance failure Text
Bidding date Date
Bidding type Int
Starting time Time
Ending time Time
Time zone VarChar (30)
Bid objective Int
Time added Int
Number of rounds Int
Current contract value Floating
Target savings/gains Percent
Emergency password VarChar(30)
Contact name VarChar(30)
Contact phone VarChar(30)
Contact e-mail VarChar(60)
Control room contact VarChar(30)
518
BIDDERS
User ID VarChar(30)
Code name VarChar(30)
1-M
517
520
ADMINSTRATORS
User ID VarChar(30)
Authority Int
519
PRODUCT
Product name VarChar (60)
Detailed description Text
Required quantity Floating
Quantity units Char
Bid currency Int
Bid unit VarChar(30)
Start bid Floating
Bid increment Floating
Lot requirements Text
1-M
507
522
BIDDING ACTIVITY
Time Date/time
User ID VarChar(30)
Contract amount Floating
521
523
1-M
BIDDING ACTIVITY DETAIL
Product # Int
Bid value Floating
524
ROUND
Round # Int
bidders Int
Bidding date Date
Bidding time Time
Time zone VarChar (30)
Immediate Boolean
Automatic notification Boolean
Qualifier message Text
Non-qualifier message Text
1-M
509
SESSION HISTORY
Change date/time
User making change
Variable
Value before change
Value after change
526
525
508

FIG. 5

Fig. 6 – Team Authorization

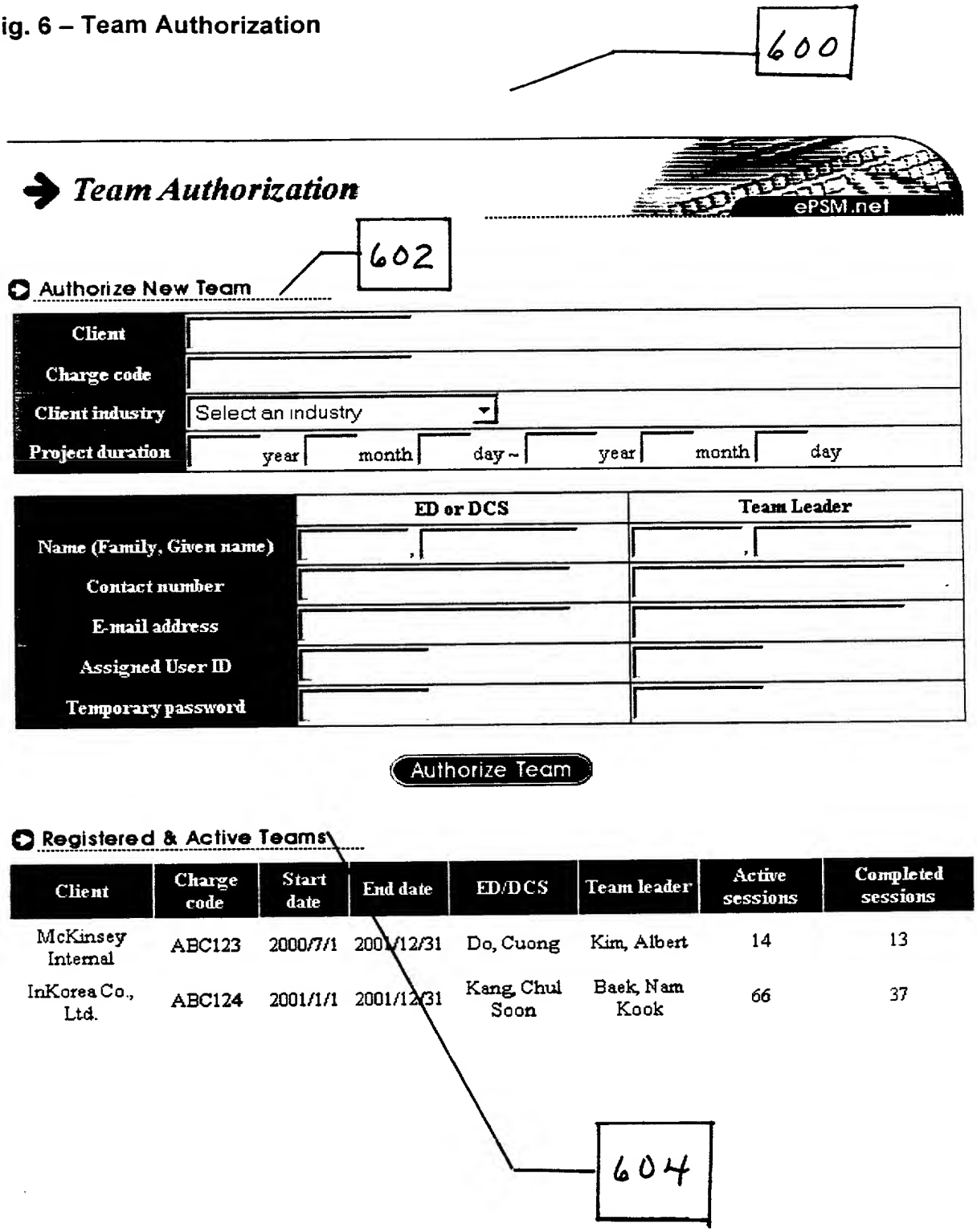


Fig. 7 – Team Member Home

700

Welcome to ePSM.net

Team Member Home

702

- User ID and Password Administration
- Benchmarks from Other Projects
- Setup New 1-Product Bidding Session
- Setup New Multi-Product Bidding Session

What bidding sessions would you like to see?

704

Prior Bidding Sessions past 0 days

Future Bidding Sessions within next 7 days

Update Display

706

You are the OWNER of the following bidding sessions :

Company	Bid summary	Bidding date	Bidding time	Round	Modify	Enter bidding room
Restaurant chain	Lettuce	2001/4/30	09:00:00 AM (New York)	1	Modify	Enter bidding room
Restaurant chain	Lettuce	2001/4/30	09:30:00 AM (New York)	1	Modify	Enter bidding room
Restaurant chain	Letuce & toma..	2001/4/30	09:15:00 AM (New York)	1	Modify	Enter bidding room
Restaurant chain	Letuce & toma..	2001/4/30	09:45:00 AM (New York)	1	Modify	Enter bidding room

708

You are authorized to MODIFY the following bidding sessions :

Company	Bid summary	Bidding date	Bidding time	Round	Modify	Enter bidding room
No list						

710

You are authorized to MONITOR the following bidding sessions :

Company	Bid summary	Bidding date	Bidding time	Round	Enter bidding room
No list					

712

Completed Bidding Sessions

Company	Bid summary	Bidding date	Bidding time	Enter bidding room
Restaurant chain	Lettuce	2001/4/30	07:12:00 AM (Seoul)	View bid history
Restaurant chain	Letuce & toma..	2001/4/30	07:23:00 AM (Seoul)	View bid history
Restaurant chain	Lettuce	2001/4/30	07:44:00 AM (Seoul)	View bid history

Fig. 8 – User ID and Password Administration

802

Client team McKinsey Internal Charge code ABC123

Create User ID and Password for New Bidder

User ID	
Temporary password	
E-mail address	
Confirm e-mail address	
Company name	
Contact person	
Address line 1	
Address line 2	
Address line 3	
Address line 4	
Contact phone 1	
Contact phone 2	

Create User ID ONLY :: Create User ID and authorize for an existing bidding session

804

Create User ID and Password for New Team Member

User type	Select team member type
User ID	
Temporary password	
E-mail address	
Confirm e-mail address	
Company name	
Team member name	
Contact phone 1	
Contact phone 2	

:::: Create User ID ONLY :::: Create User ID and authorize for an existing bidding session

806

-- Your team has authorized the following BIDDERS.

User ID	Bidding company	Contact number	Modify	Delete
bidder1	bidder1	a	Modify	Delete
bidder2	bidder2	a	Modify	Delete
bidder3	bidder3	a	Modify	Delete
McK1	Test Bidder 1	AA	Modify	Delete
McK2	Test Bidder 2	A	Modify	Delete
McK3	Test Bidder 3	A	Modify	Delete

808

-- Your team has authorized the following TEAM MEMBERS.

User ID	Name	Contact number	Type	Modify	Delete
Albert	Kim Albert	82 (2) 398-2541	Team Leader	Modify	Delete
Ashacker	Ken Ashacker	1 (416) 313-3951	Team Member	Modify	Delete

Fig. 9A – Single-product Set-up – 1-round

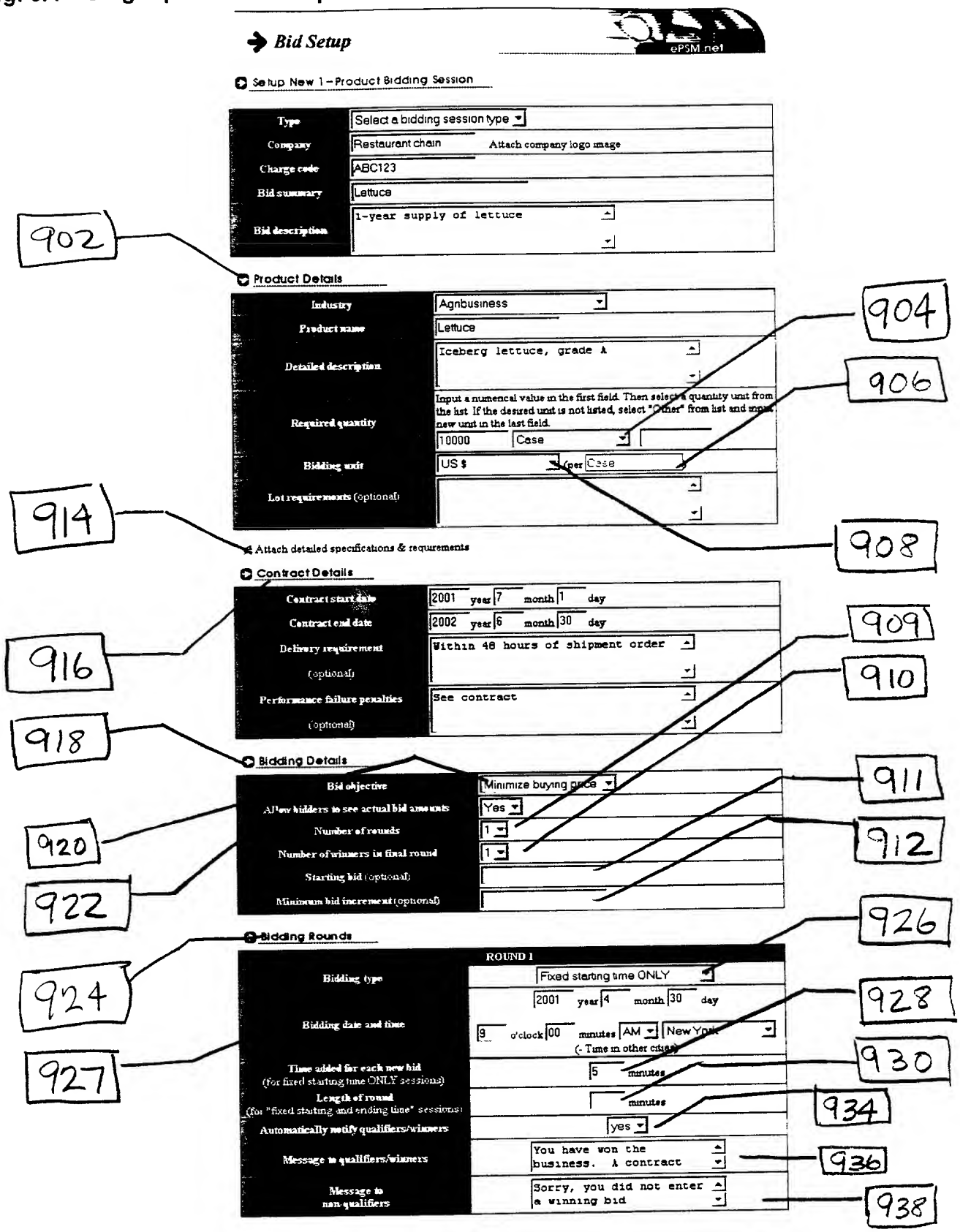


Fig. 9B – Single-product Set-up – 1-round (continued)

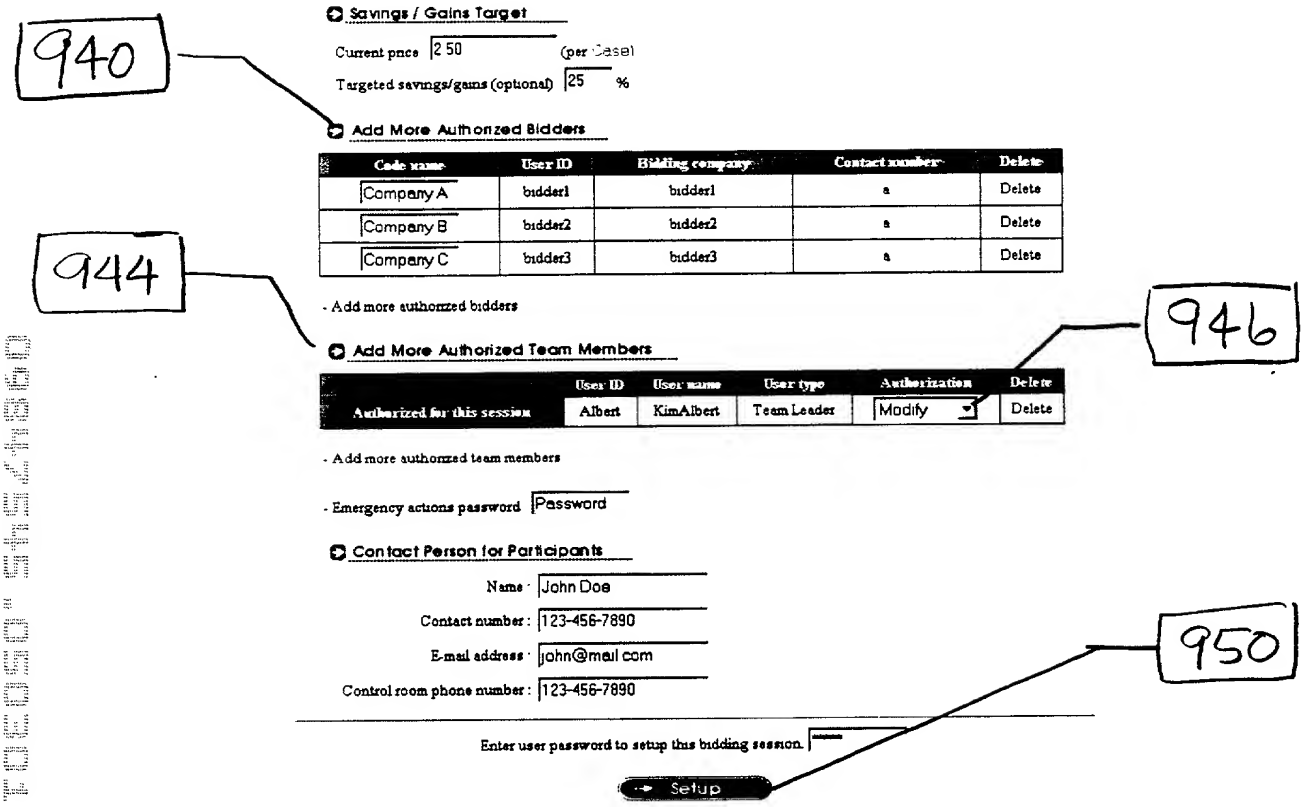


Fig. 10A – Single-product Set-up – 2-rounds

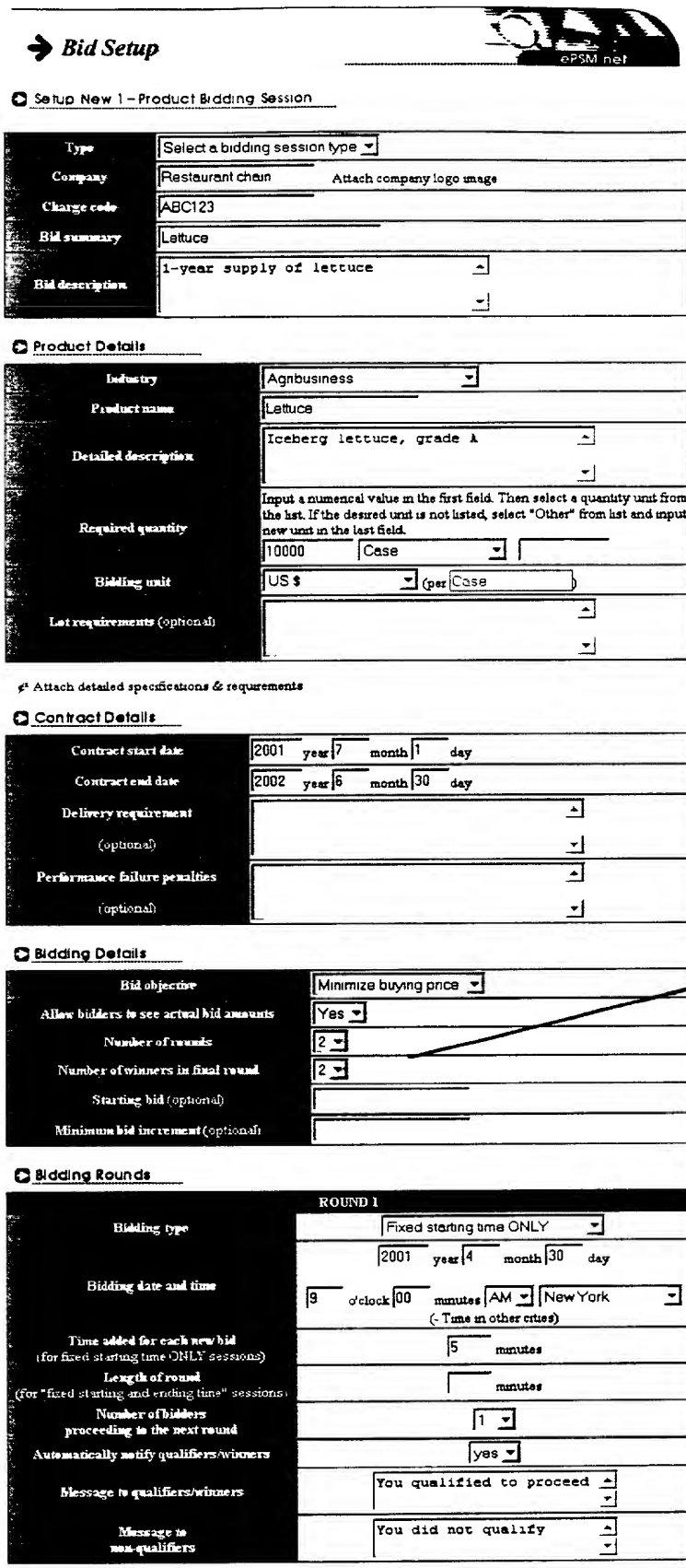


Fig. 10B – Single-product Set-up – 2-rounds (Continued)

1004

ROUND 2	
Bidding type	Fixed starting time ONLY
Bidding date and time	☑ Immediately following prior round,OR year month day o'clock minutes AM Time zone by city (- Time in other cities)
Time added for each new bid (for fixed starting time ONLY sessions)	5 minutes
Length of round (for "fixed starting and ending time" sessions)	minutes
Number of bidders proceeding to the next round	This is the final round. Number of winners is determined in "bidding details"
Automatically notify qualifiers/winners	yes
Message to qualifiers/winners	You have won the business. A contract
Message to non-qualifiers	

Savings / Gains Target

Current price 2.50 (per Case)

Targeted savings/gains (optional) 25 %

Add More Authorized Bidders

Code name	User ID	Bidding company	Contact number	Delete
Company A	bidder1	bidder1	a	Delete
Company B	bidder2	bidder2	a	Delete
Company C	bidder3	bidder3	a	Delete

- Add more authorized bidders

Add More Authorized Team Members

	User ID	User name	User type	Authorization	Delete
Authorized for this session	Albert	KimAlbert	Team Leader	Modify	Delete

- Add more authorized team members

- Emergency actions password : Password

Contact Person for Participants

Name . John Doe

Contact number 123-456-7890

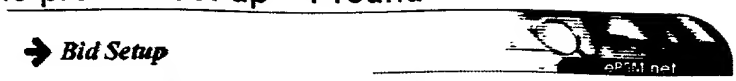
E-mail address : john@mail.com

Control room phone number : 123-456-7890

Enter user password to setup this bidding session.

Setup

Fig. 11A – multiple-product Set-up – 1-round



Setup New Multi-Product Bidding Session

Type	Select a bidding session type
Company	Restaurant chain -- Attach company logo image
Charge code	ABC123
Bid summary	Lettuce & tomatoes
Bid description	1-year supply of lettuce and tomatoes

Product Details

Industry	Agribusiness
Bidding unit	US $

PRODUCT 1	
Product name	Lettuce
Detailed description	Iceberg lettuce, grade A
Required quantity	Input a numerical value in the first field. Then select a quantity unit from the list. If the desired unit is not listed, select "Other" from list and input new unit in the last field. 10000 Case
Bidding unit	US $ (per Case)
Lot requirements (optional)	

1102

PRODUCT 2	
Product name	Tomatoes
Detailed description	Large, mature-green tomatoes
Required quantity	Input a numerical value in the first field. Then select a quantity unit from the list. If the desired unit is not listed, select "Other" from list and input new unit in the last field. 5000 Case
Bidding unit	US $ (per Case)
Lot requirements (optional)	

1104

1106

-- Attach detailed specifications & requirements

-- Add another product

1108

Do you want the system to automatically calculate the total contract value? yes

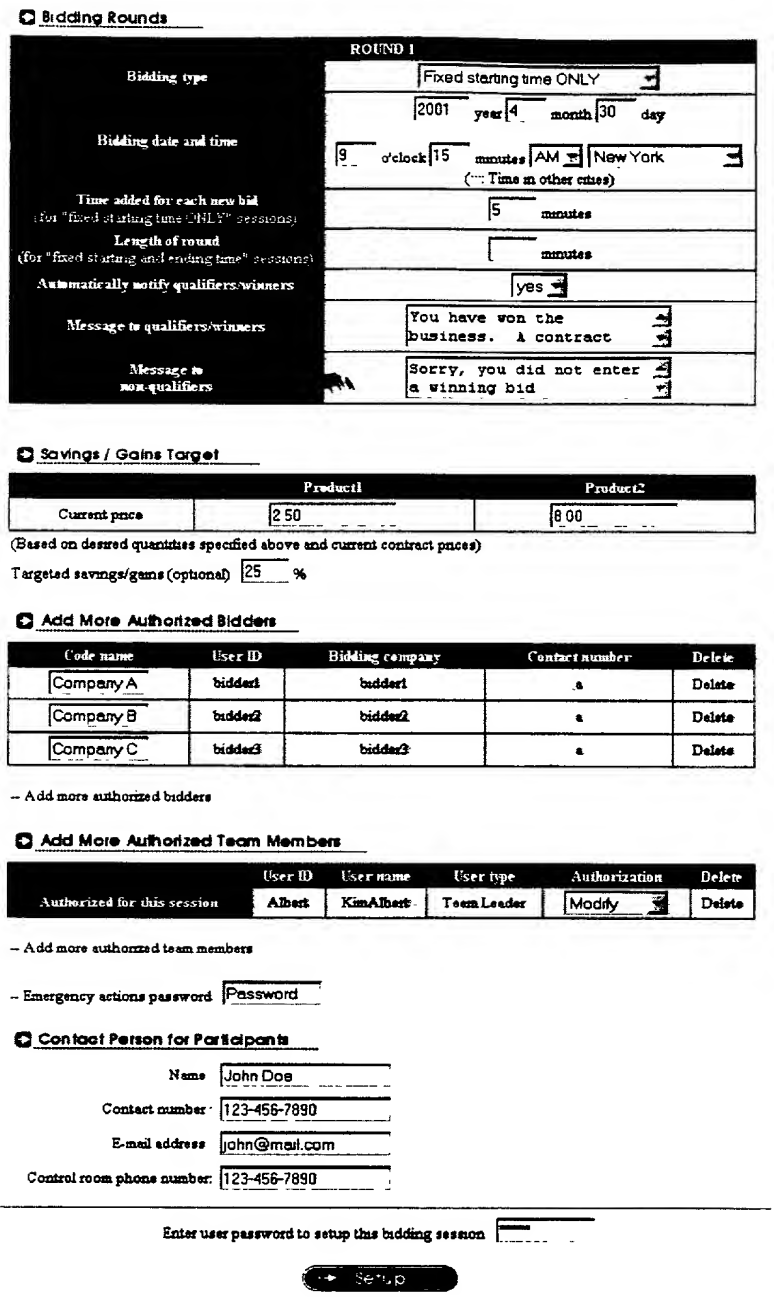
Contract Details

Contract start date	2001 year 7 month 1 day
Contract end date	2002 year 6 month 30 day
Delivery requirement (optional)	Within 48 hours of shipment order
Performance failure penalties (optional)	See contract

Bidding Details

Bid objective	Minimize buying price
Allow bidders to see actual bid amounts	Yes
Number of rounds	1
Number of winners in final round	1
Starting bid (optional)	
Minimum bid increment (optional)	

Fig. 11B – multiple-product Set-up – 1-round (continued)



Bidding Rounds

ROUND 1	
Bidding type	Fixed starting time ONLY
Bidding date and time	2001 year 4 month 30 day 9 o'clock 15 minutes AM New York (*** Time in other cities)
Time added for each new bid (for "fixed starting time ONLY" sessions)	5 minutes
Length of round (for "fixed starting and ending time" sessions)	minutes
Automatically notify qualifiers/winners	yes
Message to qualifiers/winners	You have won the business. A contract
Message to non-qualifiers	Sorry, you did not enter a winning bid

Savings / Gains Target

	Product1	Product2
Current price	2.50	8.00

(Based on desired quantities specified above and current contract prices)

Targeted savings/gains (optional) 25 %

Add More Authorized Bidders

Code name	User ID	Bidding company	Contact number	Delete
Company A	bidder1	bidder1	a	Delete
Company B	bidder2	bidder2	a	Delete
Company C	bidder3	bidder3	a	Delete

– Add more authorized bidders

Add More Authorized Team Members

	User ID	User name	User type	Authorization	Delete
Authorized for this session	Albert	KimAlbert	Team Leader	Modify	Delete

– Add more authorized team members

– Emergency actions password Password

Contact Person for Participants

Name John Doe

Contact number 123-456-7890

E-mail address john@mail.com

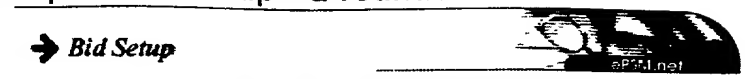
Control room phone number 123-456-7890

Enter user password to setup this bidding session

Setup

Express Mail Label No. EV339141525US

Fig. 12A – multiple-product Set-up – 2-rounds



Setup New Multi-Product Bidding Session

Type	Select a bidding session type
Company	Restaurant chain :: Attach company logo image
Charge code	ABC123
Bid summary	Lettuce & tomatoes
Bid description	1-year supply of lettuce and tomatoes

Product Details

Industry	Agribusiness
Bidding unit	US $

PRODUCT 1	
Product name	Lettuce
Detailed description	Iceberg lettuce, grade A
Required quantity	Input a numerical value in the first field. Then select a quantity unit from the list. If the desired unit is not listed, select "Other" from list and input new unit in the last field. 10000 Case
Bidding unit	US $ (per Case)
Lot requirements (optional)	

PRODUCT 2	
Product name	Tomatoes
Detailed description	Large, mature-green tomatoes
Required quantity	Input a numerical value in the first field. Then select a quantity unit from the list. If the desired unit is not listed, select "Other" from list and input new unit in the last field. 5000 Case
Bidding unit	US $ (per Case)
Lot requirements (optional)	

– Attach detailed specifications & requirements

– Add another product

Do you want the system to automatically calculate the total contract value? yes

Contract Details

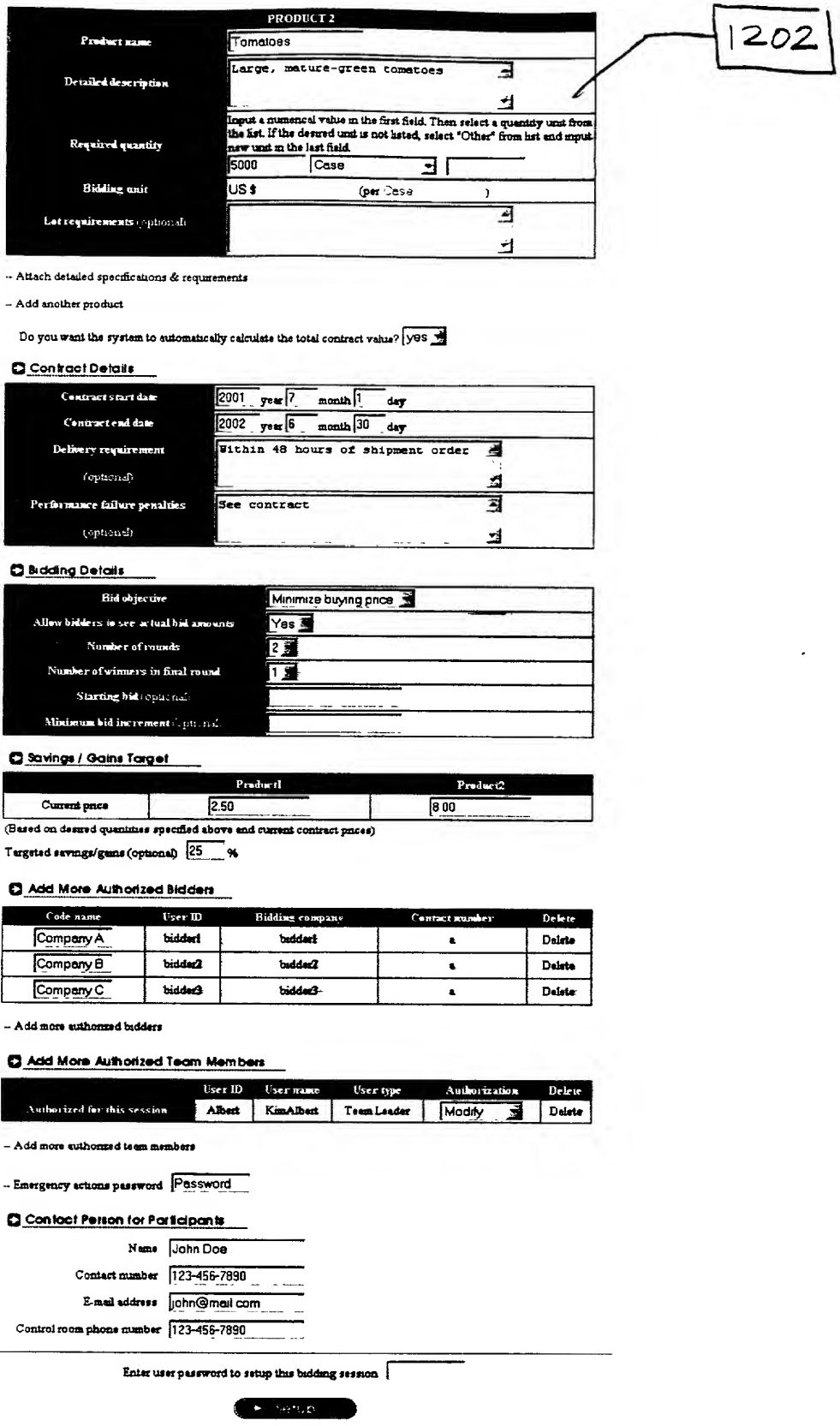
Contract start date	2001 year 7 month 1 day
Contract end date	2002 year 6 month 30 day
Delivery requirement (optional)	Within 48 hours of shipment order
Performance failure penalties (optional)	See contract

Bidding Details

Bid objective	Minimize buying price
Allow bidders to see actual bid amounts	Yes
Number of rounds	2
Number of winners in final round	1
Starting bid (optional)	
Minimum bid increment (optional)	

Document 3 of 3 - Sheet 3 of 3

Fig. 12B – multiple-product Set-up – 2-rounds (continued)



PRODUCT 2	
Product name	Tomatoes
Detailed description	Large, mature-green tomatoes
Required quantity	Input a numerical value in the first field. Then select a quantity unit from the list. If the desired unit is not listed, select "Other" from list and input new unit in the last field. 5000 Case
Bidding unit	US $ (per Case)
Lot requirements (optional)	

1202

– Attach detailed specifications & requirements

– Add another product

Do you want the system to automatically calculate the total contract value? yes

Contract Details

Contract start date	2001 year 7 month 1 day
Contract end date	2002 year 6 month 30 day
Delivery requirement (optional)	Within 48 hours of shipment order
Performance failure penalties (optional)	See contract

Bidding Details

Bid objective	Minimize buying price
Allow bidders to see actual bid amounts	Yes
Number of rounds	2
Number of winners in final round	1
Starting bid (optional)	
Minimum bid increment (optional)	

Savings / Gains Target

	Product1	Product2
Current price	2.50	8.00

(Based on desired quantities specified above and current contract prices)

Targeted savings/gains (optional) 25 %

Add More Authorized Bidders

Code name	User ID	Bidding company	Contact number	Delete
Company A	bidder1	bidder1	a	Delete
Company B	bidder2	bidder2	a	Delete
Company C	bidder3	bidder3	a	Delete

– Add more authorized bidders

Add More Authorized Team Members

	User ID	User name	User type	Authorization	Delete
Authorized for this session	Albert	KimAlbert	Team Leader	Modify	Delete

– Add more authorized team members

– Emergency actions password Password

Contact Person for Participants

Name John Doe

Contact number 123-456-7890

E-mail address john@mail.com

Control room phone number 123-456-7890

Enter user password to setup this bidding session

SETUP

Fig. 13 – Bidder Home

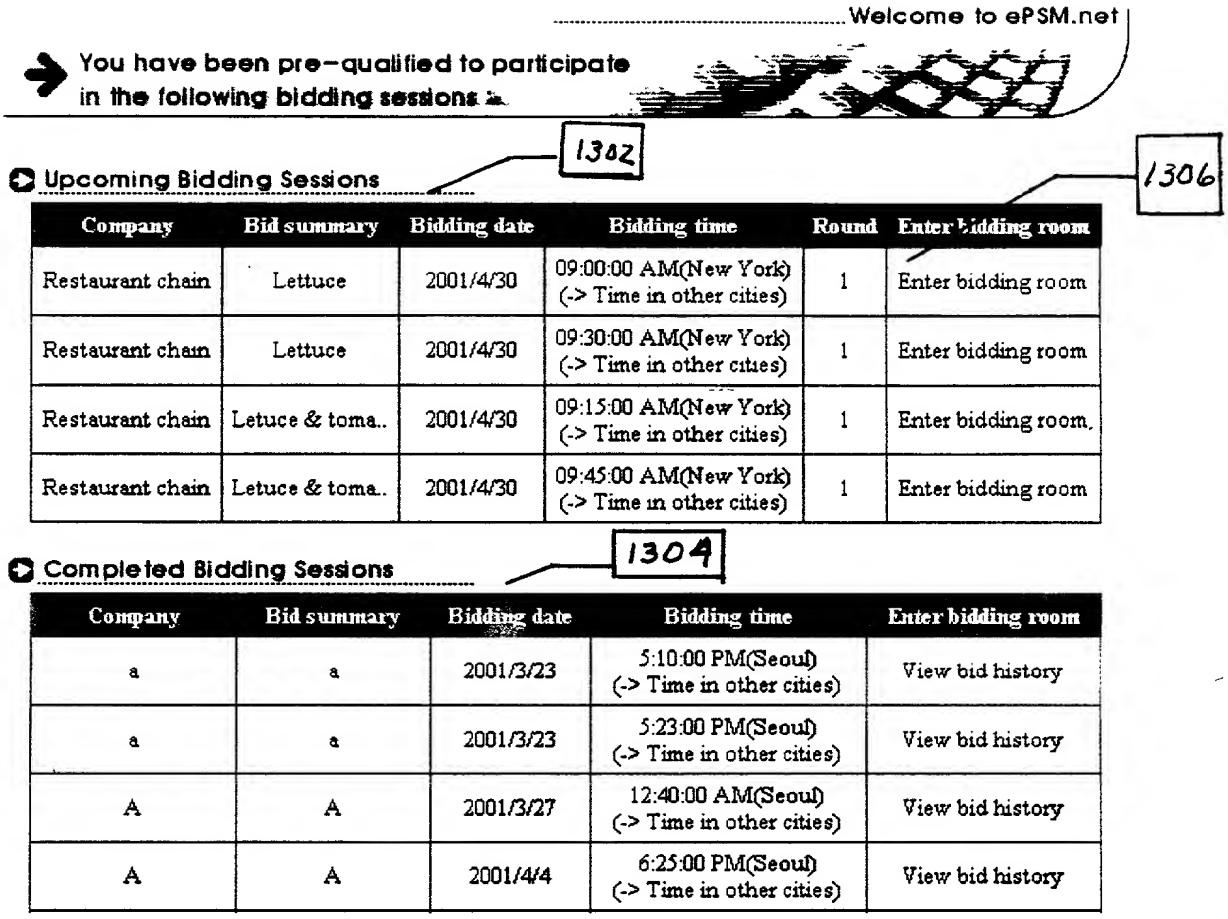


Fig. 14A – Single-product Bidding Room

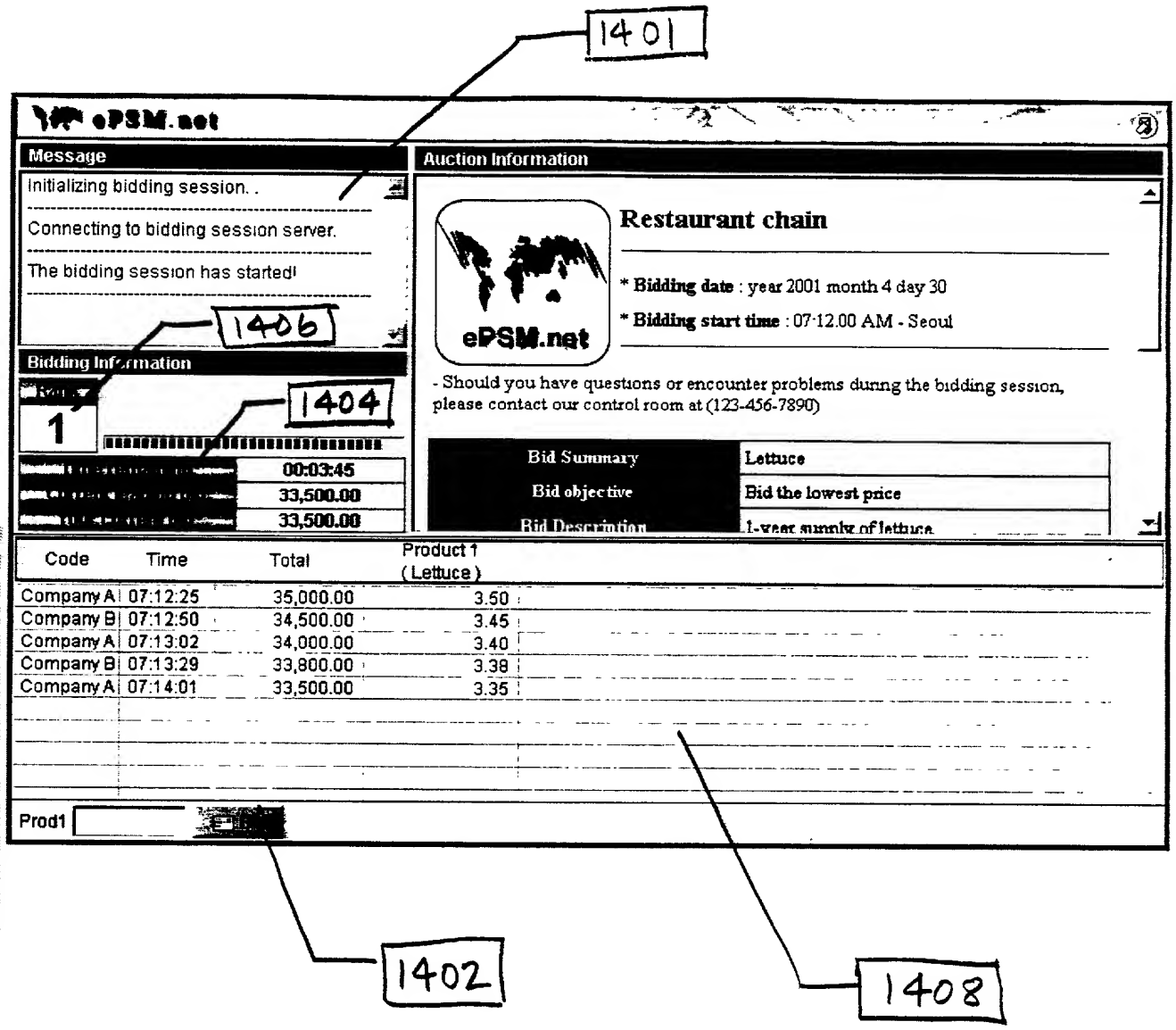


Fig. 14B – Single-product Bidding Room – "Price Blind" Mode

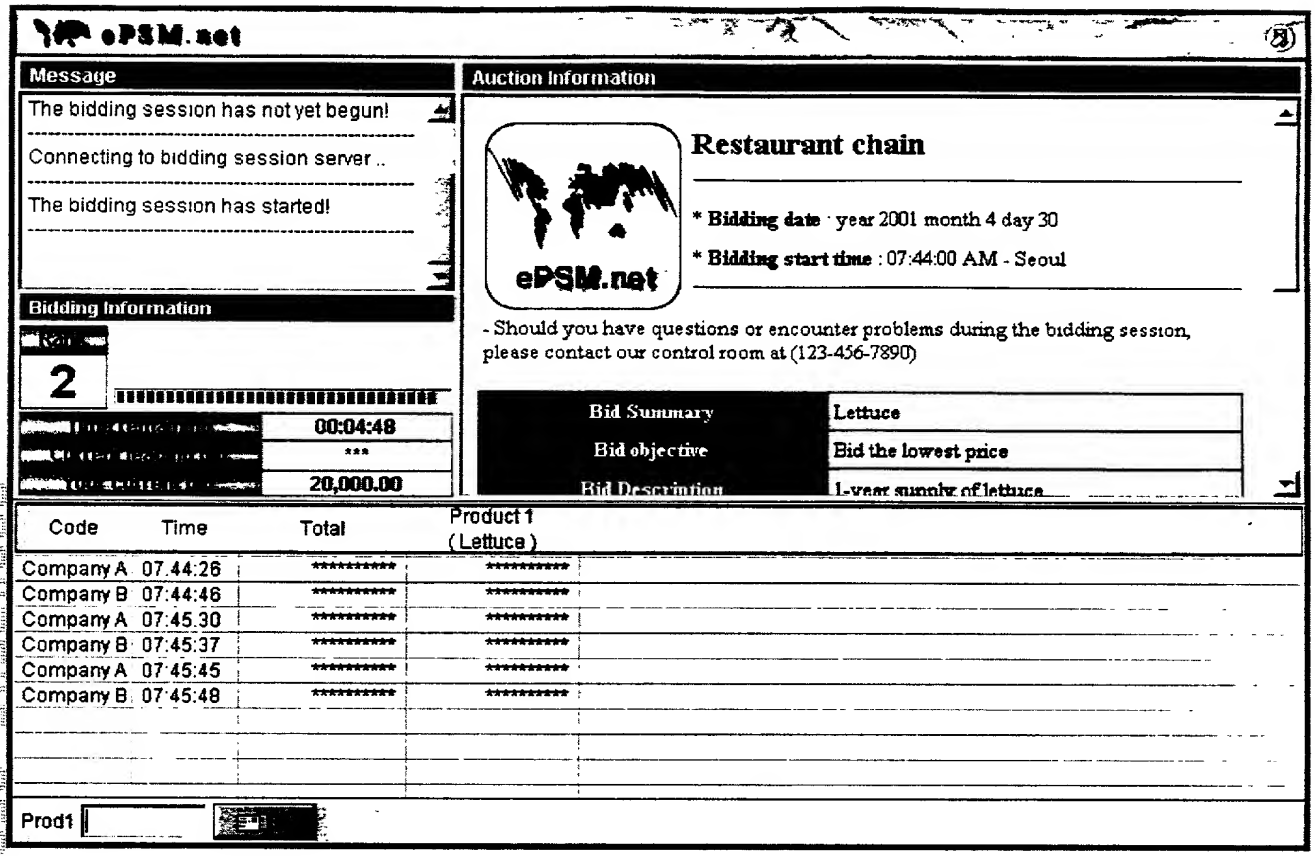


Fig. 14C – Multiple-product Bidding Room

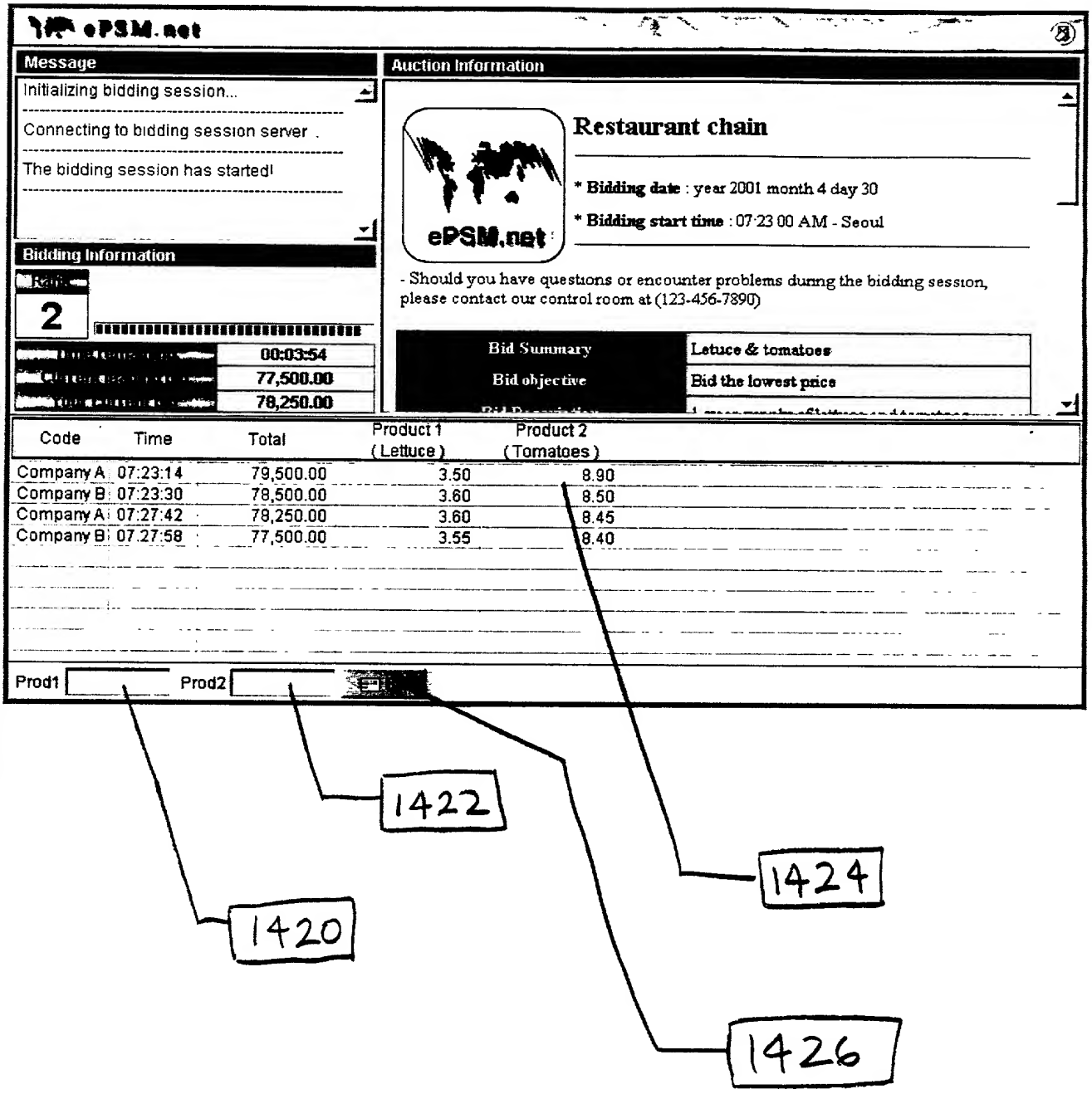


Fig. 15A – Single-product Bid Monitor

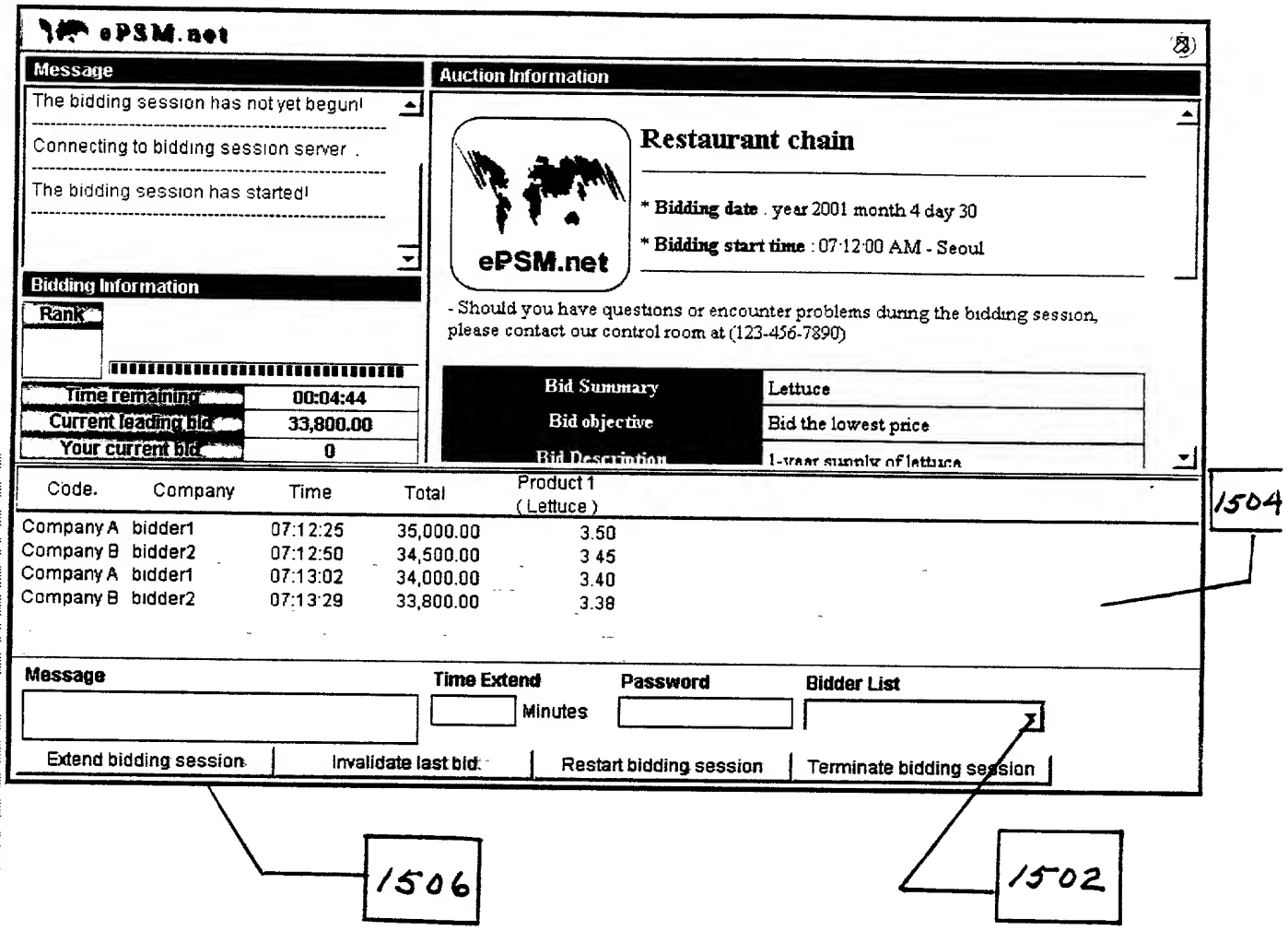
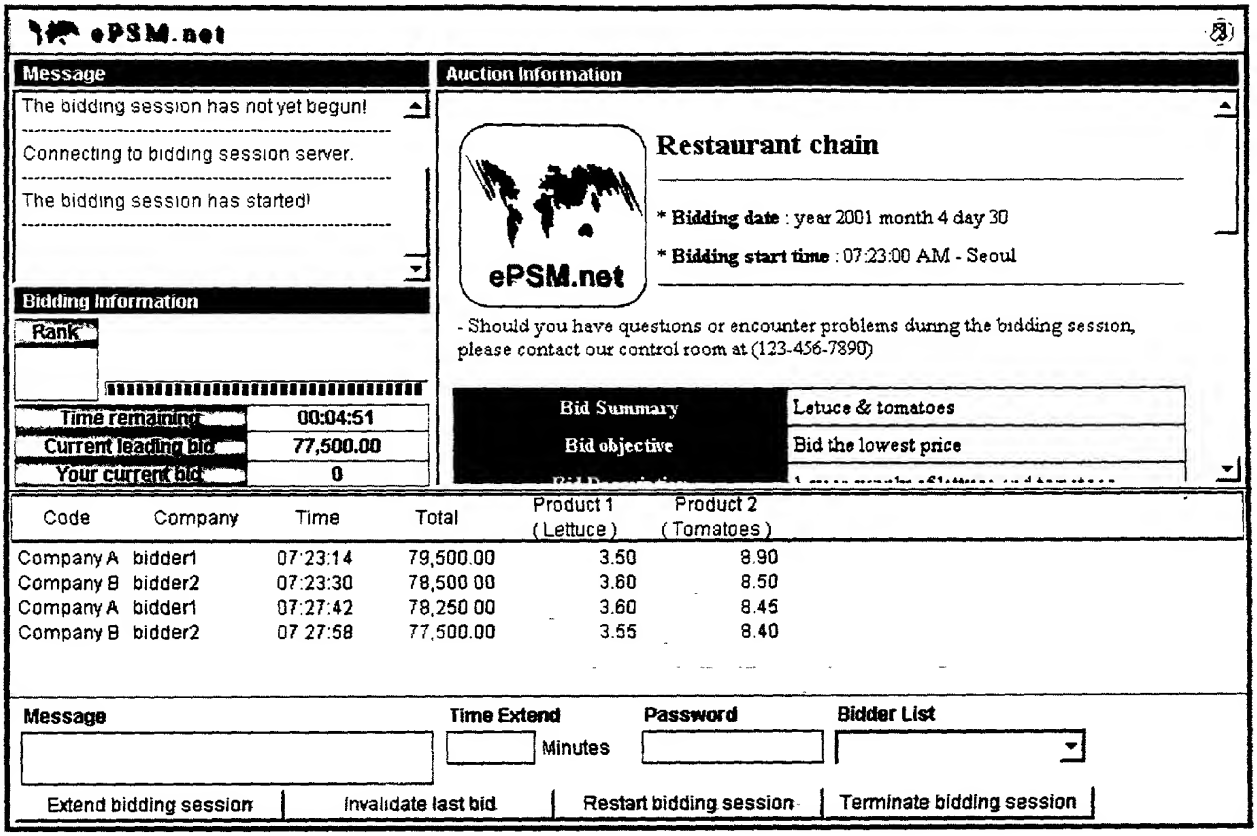



Fig. 15B – Multiple-product Bid Monitor